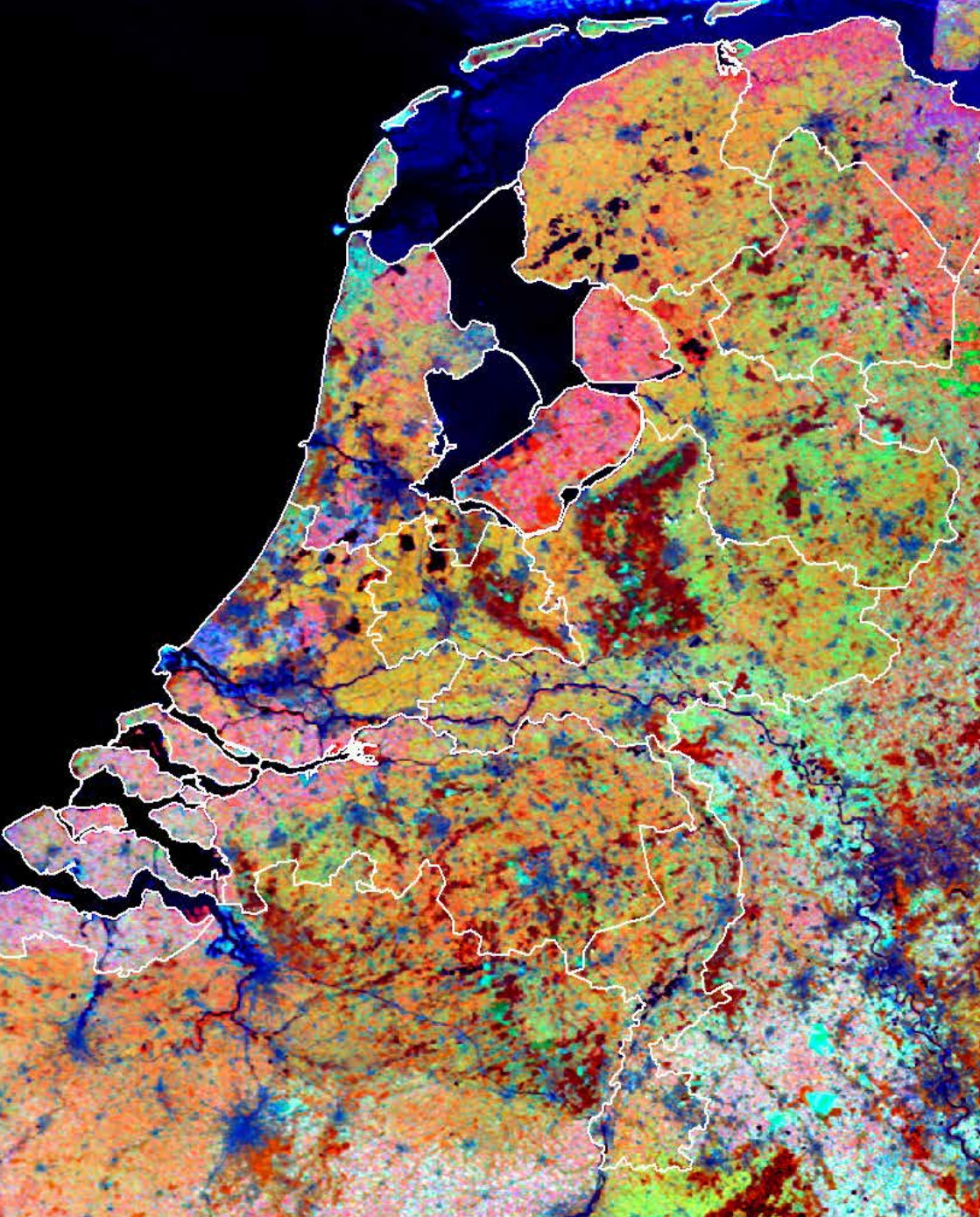


6-7 December 2013

Netherlands Economic Mission to Palestinian Territories



Pioneers in international business



Pioneers in international business



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The Netherlands





Pioneers in international business





Pioneers in international business





Mark Rutte

Prime Minister of the Kingdom of the Netherlands

The Netherlands and the Palestinian Territories have strong ties and close relations. The Netherlands is a longstanding partner of the Palestinian people and provides economic and political support to the Palestinian Authority. Cooperation between Dutch and Palestinian companies and knowledge institutes is still in an early stage and there are many opportunities to increase cooperation and exchange of knowledge.

This is why, earlier this year, the Netherlands and the Palestinian Authority agreed to establish a Cooperation Forum. The Forum's objective is to strengthen bilateral relations by investing in cooperation in the field of innovation and by bringing together representatives from business, academia, civil society and government, and to explore new fields of possible cooperation, such as in agrifood, energy, IT and water management. It will also provide an opportunity for consultations on a wide range of bilateral and regional issues at political level.

The Forum will take place once every two years, alternately in the Palestinian Territories and in the Netherlands. It will also provide ideas and contacts for more targeted, smaller-scale activities which will be organized between the bi-annual meetings of the Forum.

Many companies do not need assistance from national governments in starting up an international business or finding international business partners. Nonetheless, an economic mission can be very instrumental for companies and knowledge institutes that wish to explore new markets or seek new foreign partners.

It is a great pleasure for me, together with Minister of Foreign Affairs Frans Timmermans and Minister for Foreign Trade and Development Cooperation Lilianne Ploumen, to present a Dutch business delegation representing an impressive cross section of Dutch knowledge and expertise in the areas of agrifood, high tech, energy, and water. You will find their useful company profiles in this booklet.

I wish all representatives of both Palestinian and Dutch business and knowledge institutes fruitful and pleasant encounters that will hopefully lead to exciting new ideas and projects.

Mark Rutte

Prime Minister of the Kingdom of the Netherlands

Introducing the Netherlands



Source: Rijkswaterstaat

A country that the Dutch created in the delta of three large rivers, flowing into the North Sea... Where two thirds of GDP are earned below sea level... Where there used to be a lake almost two million acres wide where Amsterdam Airport Schiphol is today... Where innovative and daring solutions for water control protect half of the country against the risk of being flooded. It earned us a worldwide reputation... **We know water.**

A country that was in need of more land for agriculture... Where land was reclaimed from the sea and kept dry: the famous 'polders'. A country supposedly too cold to grow certain vegetables and flowers... Where greenhouses were invented as a solution to this problem. Where Dutch farmers now produce 2.5 times more food per acre than EU farmers produce on average... **We know food & flowers.**



Source: Tomato World



Source: Europe Container Terminals BV, Rotterdam

A country that is the gateway to Europe... Connecting nearly half a billion consumers in the European hinterland to the world's producers... Thanks to the world-class Port of Rotterdam, the internationally praised Amsterdam Airport Schiphol, an extensive network of waterways, Europe's strongest road transport sector and an extensive network of rail links... **We know logistics.**

A country with an open and cooperative attitude... Whose residents have always felt the need to explore what lies beyond its borders... Where the world's first multinational corporation originated in the 17th century. A country where, today, 87% of people who are 15 years or older speak English...

We know international business.



Source: Hans Kouwenhoven

Worldwide ranking

- **1st** Production and auctioning of cut flowers and flower bulbs
- **1st** Number of broadband connections per 100 inhabitants
- **1st** Density of road network
- **2nd** Export of agricultural products
- **2nd** Quality of Water Transportation
- **4th** Largest seaport
- **4th** Logistics performance Index
- **5th** Export of goods
- **7th** Dutch investments abroad
- **7th** Import of goods
- **8th** Foreign direct investment in the Netherlands
- **9th** Export of commercial services
- **9th** Import of commercial services

Facts & figures

- **Form of government** Parliamentary democracy, constitutional monarchy
- **Capital city** Amsterdam
- **Seat of the government** The Hague
- **Composition of the country** 12 provinces, overseas territories of Aruba, Curaçao and St. Martin
- **Language** Dutch
- **Monetary unit** Euro
- **Population** 16,735,100 (January 2012)
- **GDP** 705 billion \$ (2010)
- **Per capita income** 42,475 \$ per capita (2010)
- **Export partners** 1) Germany 24.1%; 2) Belgium 12.1%; 3) France 8.9%; 4) UK 8.0%; 5) Italy 4.8%; 6) US 4.1% (2011)
- **Import partners** 1) Germany 16.7%; 2) Belgium 10.0%; 3) China 8.4%; 4) UK 6.7%; 5) US 6.6%; 6) France 4.6% (2011)
- **Dutch investments abroad** 890 billion \$ (2010)
- **Foreign direct investment in the Netherlands** 590 billion \$ (2010)
- **Command of foreign languages** English (87% of > 15 years old), German (66%) and French (25%)

*Knowledge is power. Sharing knowledge is more powerful. Doing business the Dutch way is doing business with you and for you! It's not about quick fixes or easy money, but about cooperation and consideration of individual needs of partners... Trade is in our DNA. It makes us **Pioneers in International Business.***

Agri & Food



Pioneers in international business





Jan Hak
CEO



José Hak
Senior Project Manager

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Hak&Partners

'21 years of service since 1992'

Company

Hak&Partners contracts and executes projects and assignments in the areas of Agricultural development, Food preservation and Marketing. Hak&Partners is specialized in the potato, fruit and vegetable chains with, in specific cases, the execution of turnkey projects.

Services

Services rendered include (pre-)feasibility studies, sector analyses, basic and detailed design, process engineering, technical and technological product development as well as training of personnel, project management, start-up operations and plant management. We implement turnkey projects and troubleshooting, process (quality, productivity and efficiency) improvements, applied research and product development processes.

Our services apply to existing situations as well as to the creation and implementation of new sustainable turnkey solutions.

Team

Hak&Partners' international team of specialized project managers, designers and engineers are all dedicated to the agri-food industry. It is our pleasure to assist clients worldwide with varying sizes of operations.

History

The success of Hak&Partners has much to do with the accumulated know how, networking and experience of its owner and partners. The company started with actual 'hands on' activities in the food industry and later added activities in the food machinery sector. Worldwide references are proof of Hak&Partners' abilities.

Israel and Palestinian Authority

Hak&Partners' founder is active in the area since 1972 and has built a considerable and valued network. Many references are available in the fruit, vegetable and potato value chains.

QuaTerNes and Network

Hak&Partners is member of the QuaTerNes Group. A personal holding committed to agri-food sector development. For more information please visit our websites.

Hak&Partners is also active partner in the Dutch associations:

MFS: <http://www.metropolitanfoodsecurity.nl/>

NAFTC: <http://www.naftc.nl/>

FME (GMV) Agro Food Cluster, Powered by Dutch Technology: <http://www.dutchfoodsystems.com/>



Francois de Putter
Senior Consultant

Agromoes is a versatile and dedicated professional organization, which targets systematic implementation of agricultural projects throughout the world.

Agromoes her expertise lies particularly in field production, food security, harvesting, transport to conditioned storage facilities, fresh produce handling like washing and packing for supermarkets and local markets.

In the past years, Agromoes has been successful to assist local foreign companies in different parts of agricultural and food processing. Agromoes has been a sparring partner for Dutch companies to establish markets in the “new economies” of Central and Eastern Europe, Africa and Asia.

Through its network and its contacts, Agromoes has access to a wide range of renowned Dutch suppliers for the delivery of agricultural machinery, postharvest handling and processing equipment, infrastructure and completion of turn-key projects.

On regular base, Agromoes has been asked for an advice in various kind of sector related problems. Ranging from technical to practical issues. For some years Agromoes is also advising in food security solutions.

In 2012 Agromoes has in co-operation with Royal Haskoning developed an integrated logistic center for fruits and vegetables for more than 100,000 tons of fresh product in Dagestan.

Agromoes

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Marika Stegmeijer
Senior Consultant

Berenschot, founded in 1938, is an international independent consultancy firm with 400 in-house consultants and direct access to a worldwide network of 4,500 associated consultants and partner organisations. We have offices in the Netherlands, Belgium, Brazil, the Caribbean and, as of this year, South Africa. Our client portfolio consists of private companies, public organizations and civil society organizations. Key in our approach is the combination of high-level strategic management experience and local implementation capacity. As of January 2011 our international projects are executed by Berenschot International B.V.

In the last three decades we have successfully executed projects in over 70 countries in Africa, Asia, The Middle East, North and South America and the Caribbean in various sectors, including the agrifood and energy sector. Services we offer our clients in these sectors are for example: shaping new alliances and chain collaborations, formulating innovation road maps, evaluating international investment opportunities, developing business plans, executing feasibility studies, strategy development, organizational reform and project management, operational excellence, process optimization and governance structures and HR solutions. We provided these services to clients such as ministries of Energy, Transportation and Infrastructure; horticulture, dairy and food processing companies; companies in the chemical industry and the Dutch refinery industry; oil and gas companies; utility companies and companies providing renewable energy solutions.

Armed with in-depth knowledge of the sector, local situation and our client's needs, we work side by side with our client, transforming complex issues into practicable and realistic solutions.

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Johan Feitsma
Senior adviser

Feitsma Seed Potato Farm

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Feitsma Seed Potato Farm started in 1978.

In 1978 the farm started with 12.5 acres of seed potatoes. Nowadays the production has expanded to 112 acres. Through the experience with organic production, the farm has grown towards a more sustainable company. The total production consist of eight different potato varieties.

Yearly about 1.5000.000 kg is produced for export mainly to the Middle East countries.

The export is partly carried out by our own co-operative and partly by a third party.

Feitsma Seed Potato Farm has an interest in exporting their products abroad.

Establishing international contacts will accomplish these export goals as well as further development of a sustainable production process.

Johan Feitsma has carried out advisory work for Agriterra.

The goal of this assignment was to upgrade agriculture in the Palestinian Territories.



HORTIALLIANCE



Joep Hendricks
innovation architect

HortiAlliance

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'Give away everything you know, and more will come back to you'

Who we are

HortiAlliance is a platform where leaders in the global horticultural field are cross-sharing R&D and market knowledge in order to drive meaningful innovation. They contribute to highly efficient production of horticultural crops.

Sustainability has never been an issue in our business; it is our nature. Reducing input while maximizing output is what horticulture is about. Today there is no room for wasting precious production resources and no profit margin left for post harvest and supply chain waste. This economic and environmental focus has always been around and is at the base of our sustainable business models.

The partners are:

Rijk Zwaan, Royal Philips, Wageningen University, Grodan, Svensson, KUBO, Leen Huisman, Flier Systems, ArendSosef, BVB Substrates, Fides, DNA Green Group, Flynth, Modiform, Frans van Zaal.

What We Strive for

More, and more nutritious food
Higher crop yields
Less supply chain waste
Efficient use of natural resources

Through developing smart technology and better crop varieties. Together with our partners in horticulture and beyond. Through world-wide training and development of growers; from the largest integrated grower to small holders.

Our Invitation

We seek collaboration with equal minds active in agriculture, water, energy, high-tech: Innovative researchers, companies, NGO's and governments. We can offer a deep insight into our industry's innovation nursery and expert networks.

Check www.hortialliance.com for events and activities, or contact the managing director Joep Hendricks via j.hendricks@hortialliance.com or +31 174 530 100



Ronald Wall

Head of Urban Competitiveness and Resilience (UCR) Department



Tiffany Tsui

PhD Candidate

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IHS is the international Institute of Urban Management associated with the Erasmus University Rotterdam. Operating on a global scale, IHS offers specialized post graduate education, training, advisory services and applied research in the fields of urban management, housing and urban environment, with the mission to develop human and institutional capacities, to reduce poverty and improve the quality of life in cities. In 2007, IHS won the UN-Habitat Scroll of Honor Award for leading the way as a global centre of excellence and knowledge.

IHS believes that cities are the engines of economic growth. Cities are, however, in great need of innovative urban professionals to ensure that growth is sustainable and inclusive. In order to remain updated about trends, challenges and practices in the field, IHS academic staff actively develops knowledge in the fields of social, economic, environmental and spatial dimensions of urban development and link this to governance and management approaches as well as various finance, policy and planning tools. The topics of study offered at IHS include: urban dynamics; urban governance; urban policy and planning; urban finance and economics; urban land development; housing strategies; urban social development and livelihood strategy; informal settlements (slums); attracting and mapping foreign direct investment in cities; urban environment and climate change and city development strategies.

IHS has a large professional network of partners which is employed for delivering education, advisory services and applied research. This network includes universities as well as research and education Institutes worldwide.



Saleh Bahary
CEO/Owner

For more than 30 years Interesba is active in linking project and products between Europe, the Middle-East and North-Africa. Its substantial network and excellent reputation enables it to successfully fulfill many challenges in both consultancy and trade.

Over the years Interesba successfully facilitated several projects in the food supply chain and food industry with focus on:

- Agri-food, aquaculture and horticulture
- Logistics and marketing / sales support
- Water
- Energy

The CEO, Mr. Saleh Bahary who was born in Iraq and came to the Netherlands in 1977, masters Dutch, Arabic and English. His proficiency in these languages together with his oriental background is a major advantage to bridge gaps between different cultures.

Interesba

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Timo ter Voort
Director

The world population is growing, food and water are becoming scarcer and more expensive, quality is becoming increasingly important. This means that agriculture must innovate. Our mission is to achieve the highest possible quality on the most sustainable way.

We believe that there is a clear relationship between nutrition and vitality, the better the food the higher the vitality, whether it be plants, animals or people. We are committed to achieve through innovative and sustainable cultivation methods and techniques to develop and introduce the maximum possible quality

We help you with the design and development of sustainable and innovative farming techniques and the sustainability of your organization or process.

Living Foods is active in horticulture, agriculture, the seed potato sector and runs projects in the field of Urban Farming and saltwater crops and applications. We work and cooperate with commercial growers, Universities, Governments and NGO's.

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Ate Oostra
Chairman

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Platform MFS and NAFTC are twinned non-profit foundations. Both concern food availability in terms of and quantity and quality. They *try to anticipate on the challenges of an increasingly urbanised and demand driven world.*

To add value to the primary product is in this context as indispensable for purposes of income and employment, as for reduction of losses in the chain;

To encourage enterprise, SME in particular, to cooperate among themselves as well as with knowledge institutes and other relevant actors, is part of the ambition.

MFS *relates to food and food supply, therefore to more than just one or two of the fields*, labeled “topsectors” in Dutch policy speech. It also implicates water (for food), energy (for heating/cooling etc.) and agrilogistics.

We approach innovation as indispensable in view of the global food-challenge “to do more with less; to double the amount of food, of better quality, with half the resources”.

Not surprisingly Platform MFS is based in the Netherlands, which 2nd or 3rd in terms of agrofood exports worldwide. It has learnt to add value, to be productive on small surface, to produce and be competitive in an urbanised setting. Chain awareness, and distribution technology has made it a competent “just in time” supplier.

Apart from food itself, investment in the chain, packaging, (cold) storage, preservation, distribution, waste- and input management will become more prominent than ever. Part of Dutch economic performance relates to supply.

Our history taught us a bottom-up approach to get things done, dykes and more, for the benefit of stakeholders. And, we count, for the benefit of economic partnership where ever in the world opportunities are offered.



Wouter de Haan
Group Director/CEO

Main activities of Stork Food & Dairy Systems are the development, production and supply of integrated processing and filling lines for the dairy, juice, food processing and pharmaceutical (neutraceutical) industries.

Stork Food & Dairy Systems are continuously expanding their experience and expertise in the areas of (aseptic) filling, (UHT) processing, plastic bottle making and packaging technology of liquid food products.

Activities

Today Stork is specialized in extending the shelf life (ranging from several days to numerous months) and the packaging of dairy products and food. This involves products and packages that we daily run into on the shelves in the supermarket. For instance, plain white milk, flavoured milk such as chocolate (cacao) drinks, coffee drinks, cream, yoghurt (yogurt), desserts and fruit juices, but also soups, sauces, pet food (dog and cat food), fish or meat products and vegetables. Depending on the customer's wish, Stork supplies single machines but also integrated lines for processing and packaging of these products. By continually analysing the developments within the entire supply chain of consumer-oriented food products, Stork Food & Dairy Systems is capable of increasingly gaining in-depth knowledge and broadening its know-how and expertise. This allows Stork to provide the industry constantly better, more effective and more efficient solutions for processing and filling a wide array of products in attractive consumer packages such as glass or plastic bottles, jars, jugs, pouches and metal (steel or aluminium) cans.

Stork Food & Dairy Systems

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Harm Klein
Project Manager

Tebodin CCE is an international technical firm of consultants and engineers and offers independent services. The company was founded in 1931 and is based in Deventer (the Netherlands). As specialized office in the agro market, we are part of the wide Tebodin organization, which operates from fifty offices in twentyfour countries.

Tebodin CCE has realized many projects in the agro market in the region.

Our specialists enjoy a good reputation regarding design, engineering, tendering and realization of industrial as well as utility projects.

We are active in the following fields:

- Food, like grain-, seed-, milk-, potato processing
- Milk powder and baby food
- Animal feed, petfood, fishfeed
- Premixes and concentrates
- Bulk handling & processing of dry raw material
- Silos for grains, mealy products, fertilisers
- Industrial agro industry

The high involvement in the market with the experience in numerous projects within the above-mentioned disciplines result in extensive specific know-how and expertise.

Being able to offer our clients an integral project approach, the following main disciplines are available within our office:

- Mechanical engineering / process engineering
- Architecture / civil engineering
- Electrical engineering / process automation
- Logistics

As a result of the number and variety of projects, contacts with many suppliers were built up, with a good overview of the suppliers' and contractors' market.

Tebodin CCE is certified in accordance to the ISO 9001 quality system.



Willie van den Broek

Program Manager Research

Topsector Agri&Food International aims to consolidate the number 2 export position of the Netherlands' agricultural and food sector at the growing world market. The sector excels with the highest levels of productivity and sustainability. To safeguard this position the export volume has to keep pace with the food consumption demand. At the same time, and in the light of food security challenges, the world is in need of innovations to meet the growing demand for products with a highly nutritious value and food security issues of affordability and availability. These export and investment opportunities are to be seized by the Topsector Agri&Food International.

The activities of the Topsector Agri&Food International are demand driven, and based on a so called "Triple Helix" principle; a cooperation of industry, science and government in public private partnerships. This offers an independent and neutral approach, with business in the lead, supported by science and facilitated by the government.

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VanDrie Group: a family history.

The Dutch family owned VanDrie Group is the largest integrated veal producer in the world and thereby the global market leader in veal, calf leather and calf milk powder. Today, with more than 25 companies and an annual turnover of approximately € 2.5 billion, the group exports its products to more than 60 countries around the world.

The whole chain –from the birth of the calves until the marketing of the products- are under the company's control. The production of calf milk powder is based on full fat milk replacement products.

Safety first.

Safety Guard is the VanDrie Group's integrated quality system which assures food safety, animal welfare and environmental management throughout the production chain. The basis of Safety Guard is ISO 22000, the standard implemented throughout the VanDrie Group. Safety Guard has also been configured to meet the demands of customers worldwide. IFS and BRC are housed within Safety Guard. At the core of Safety Guard is the traceability system. The Safety Guard food safety system was the first in the world to receive the Lloyd's Food Safety Supply Chain Certificate.

The calf on a pedestal

Respect for people, animals and quality has been second nature at the VanDrie Group for generations. It forms the basis of our craftsmanship and it's the key to the product that is ultimately delivered: **Controlled**

Quality Veal

It's fine structure and refined flavour, makes veal is a valued delicacy. It is also easily digestible and highly nutritious. It thereby meets all the requirements of critical chefs and consumers around the world.

Energy



Pioneers in international business





Global Gas Networks Initiative



Huub van Haelen
Managing Partner

**Global Gas Networks Initiative
(GGNI)**

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Natural gas is a versatile fuel enabling the development of sustainable fuels.

Believing in sustainable relationships and cooperation, GGNI is worldwide coordinating the joint acquisition efforts of its alliance of highly appreciated Dutch consultancy, engineering and construction companies.

Together we deliver integrated solutions for energy issues in which natural gas plays a roll. In our efforts executives and experts with authority in the energy/gas industry and distinguished Dutch knowledge institutes support us.

A. Hak, Berenschot, Ballast Nedam, Iv-Oil & Gas, STAR Power People, UCPartners, Witteveen+Bos, Alliander, Energy Academy Europe and VentureLabs Energy are our partners.

Huub joined GGNI in 2010, after a 4 year assignment with Dutch gas transport company Gasunie where he led the "Norwegian Gas" project, acquiring the landing of the than planned Norwegian GNE pipeline in the Netherlands, leading commercial negotiations with launching customers in the Gasunie/Vopak LNG receiving facility GATE and leading the public affairs of the 1200 km offshore pipeline project "Nord Stream" from Russia to Germany to acquire necessary permits.

Van Haelen started his career with Shell as Marine Engineer on oil tankers in 1977, moved to Shell's oil & gas upstream business in 1983, where he was entrusted leading positions in production, maintenance and project management both in the upstream and in the midstream sector in the Netherlands and in Norway. Subsequently held leading positions with worldwide operating service companies in the shipping and in the oil & gas sector. He is a graduate in Marine Engineering and Business Administration.



Richard Born

Senior Managing Consultant

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Armed with in-depth knowledge of the sector, local situation and our client's needs, we work side by side with our client, transforming complex issues into practicable and realistic solutions.

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Holland Dredging Israel Ltd. makes part of a global group of companies operating in the dredging and earthmoving, maritime services and maritime infrastructure sectors. It delivers innovative one-stop solutions to major maritime challenges, from design to construction, maintenance, operations and servicing.



Marc Verbrugge
Director

The Group is active in projects in the energy, ports and infra markets. Its main clients include oil companies, port operators, governments, shipping companies, international project developers, insurance companies and mining companies.

The Group has 15,000 employees, including its share in partner companies and operates in over 75 countries across six continents. Its versatile fleet consists of over 1,100 vessels and equipment.

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Henk van de Boer

Member of the Executive Board of the
Province of Drenthe

The Province of Drenthe wishes to make its mark in Energy Valley by creating sustainable energy landscapes (such as energy transition parks), greening gas distribution (in all aspects, so both the gas and the means of distribution are greener) and effective use of the possibilities underground. In this way we are working on Energy Systems 2.0, in which there is more room for sustainable energy beside the traditional fossil fuels.

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Pinny Mizrachy

Head of Capital Markets Group

KPMG provides audit, tax and advisory services. We work for a wide range of clients: major domestic and international companies, medium-sized companies, non-profit organisations and government institutions. The complicated problems faced by our clients require a multi-disciplinary approach that helps them to create order out of complexity. Our professionals excel in their own specialist fields while also working together closely to provide the added value that enables our clients to excel. In doing so, we draw from a rich source of knowledge and experience gained in diverse organisations and markets.

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Eliza van Lopik
Gouvernement Contracting

Kronenburg has a long history of professional experience in a wide variety of fire fighting and rescue trucks. Originally Kronenburg was founded in the early 19th century by the Kronenburg family. The current owner of Kronenburg, who has revived Kronenburg in 2000, has brought Kronenburg into today's world, with great success. Nowadays our mission is to implement the requirements and expectations of Fire Fighters, Drivers and End-users, enabling us continue to design fire and rescue trucks according to their explicit needs, offering them high quality straightforward yet very reliable vehicle and fire fighting technique.

Kronenburg stands for high quality vehicles which are easy to operate, drive and maintain. This ensures our vehicles to operate in all (harsh) environments all around the world. All Kronenburg products contain glass-fibre reinforced polyester (GRP) superstructures, which contribute to our standings. Some of the important advantages of GRP products compared to conventional materials are:

- GRP is light weight;
- 100% corrosion proof;
- Fire resistant;
- Shock absorbing, and
- Easy to repair.

The long life time (over 40 years) of GRP (products) results in a durable product and reduced environmental load.

GRP has (almost) unlimited design possibilities, and together with our highly flexible production process Kronenburg is able to meet the demands of the many different (end) users for their fire fighting and rescue trucks.

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Fons Spooren
Commercial Director

Business Summary: we are a Dutch start up in Concentrated Solar (CPV). We own patented technology which will make solar power affordable. Our technology is cheaper by kWh than other solar power technologies. We have planned market launch in 2014.

The Technology: we track the sun and concentrate sun light on so called III-V solar cells as used in space. III-V cells have the highest efficiency of all solar cells. Currently, efficiencies of these cells are over 44%, development promises over 50% in 2017.

We replace expensive semiconductor material by plastic. Our products can be made local and used in domestic and industrial applications. We produce electricity and hot water.

We track the sun by means of a rotating mirror and a rotating lens in fixed, non moving, flat, structure. We distinct ourselves from other CPV manufacturers who follow the sun with large moving structures.

Technical details: A SunCycle system measures 500mm diameter and produces over 50Wp electricity plus thermal energy for various applications. The system consists of injection molded components, a small III-V solar cell (purchase) and some electronics. It is easy to assemble, install and maintain.

Business Model: We identify two revenue streams – own sales and license revenues. For own sales we focus on rooftop and small domestic use in Europe – most important Southern Europe. In the ROW we aim to establish license agreements.

Go To Market Strategy: For our market launch in 2014 we have found a limited number of industrial and institutional customers who have an interest to early adapt new green technologies. Ramp up we plan from 2015 onwards. We have found risk sharing partners and have received Dutch Government and European funding for the phase towards market launch (partners: TNO, Neways, voestalpine, Radboud University)

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Marc Voorhuis
Business Development Manager

Tideway Offshore Solutions is an offshore specialist for the oil and gas industry, employing over 300 staff to support six offshore construction vessels. Tideway's DP II fall pipe vessels Rollingstone, Seahorse and Flintstone have a sophisticated fall pipe system, which places rocks up to 2,000 m at precisely the right location. Tideway

also uses trailing suction hopper and backhoe dredgers to construct pipeline trenches where pipelines reach the coast, and constructs landfalls of oil and gas pipelines.

Tideway is also active in various offshore fields, such as heavy lift vessels for the transportation and installation of jackets and topsides (Rambiz3000 and Rambiz4000) and jack-up vessels for supporting activities and accommodation (Neptune, Goliath and Innovation). Tideway does not only provide services around the many oil and gas pipelines built offshore worldwide, but is also involved in high-voltage cables at sea. Tideway projects are executed more and more at extreme places; further offshore, closer to the North or South Pole or in very deep water.

Tideway's latest work executed in Israel involved trench dredging works for the Noble Energy/Tamar Field Development Project. Noble Energy developed a subsea gas production and transportation system connecting the deepwater Tamar Gas Field to a gas production plant on the coast of Israel. Tideway executed the trench dredging works from the coast at Ashdod till a water depth of 60 meters with its Trailing Suction Hopper Dredger "Rhone".

To help clients explore and exploit energy sources, Tideway is always searching for innovative solutions according to the motto: 'Energizing the Future'. Tideway works on groundbreaking projects all over the world: from the North Sea to Mexico; from Brazil to Australia; and from India to the Middle East and Russia. Technology is used much more frequently due to the increasing international demand for energy. This requires special knowledge and Tideway profits from its parent company's expertise, the renowned Dredging, Environmental and Marine Engineering company 'DEME'.

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Gert-Jan Heerens

Business Development Manager

The 3800 TNO professionals put their knowledge and experience to work in creating smart solutions to complex issues. These innovations help to sustainably strengthen industrial competitiveness and social wellbeing. We are partnered by some 3000 companies and organisations, including Small and Medium Enterprises, in the Netherlands and around the world. On the topics of Energy / Oil and Gas/ Geological Survey of the Netherlands we work on innovations to ensure a sustainable, efficient and secure energy supply. Next to other Energy related topics, TNO has developed solutions for optimizing the exploration of Oil and Gas resources, renewable (smart grid) energy systems and for building National Data Repository systems.

For more information about TNO and the seven societal themes that are the focus of our work, go to www.tno.nl

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The University of Groningen has a rich academic tradition dating back to 1614. Out of this tradition rose the first female student and the first female lecturer in the Netherlands, the first Dutch astronaut and the first president of the European Central Bank. Geographically, the University is rooted in the North of the Netherlands, a region very close to its heart.

Teaching and research

The University provides high quality research and teaching in a broad and varied range of fields of study. It is distinguished by the close link the University of Groningen has forged between research and teaching, a bond that does justice to their interdependence.

As an institution facilitating academic research and teaching, the University works at the forefront in its respective fields. The University undertakes its cooperative relationships on the basis of openness and equality. In these relationships, the University is socially very active. In relation to stimulate use of academic knowledge and cultivate the typical Dutch entrepreneurial nature the university of Groningen center of entrepreneurship offers education and training to students and staff from industry. Furthermore via Venturelab Groningen it stimulates innovative business development in corporate and start-up entrepreneurship especially in areas of health and energy. For this last area U o G is partner of Energy Academy Europe.

The Energy Academy Europe provides education, conducts research and fosters innovation in the field of energy while working towards the transition to a sustainable energy future. Our cooperation with top quality educational and research institutes and our vast network within the energy industry ensure that all EAE programmes are relevant to the energy sector and at the cutting edge of energy technology.



Harry Webers
Director Urban Development

Witteveen+Bos (1946) is a well known Dutch engineering and consultancy firm that provides services nationally and internationally for water, infrastructure, spatial development, environment and construction. With over 950 employees worldwide, the firm focuses principally on complex projects that require high-quality knowledge and an integral approach. Witteveen+Bos offers its clients valued-added consultancy and design services. We deliver reliable solutions built on knowledge, experience, intellect and social insight. Professionalism, respect and integrity are core values.

Witteveen+Bos wants to be a top-class consultancy and engineering firm. We wish to retain our identity and independence and we wish to assure our continuity by good financial and non-financial results. An important objective for us is to perform our work in a socially responsible way. Our code of ethics lays out principles for doing business fairly and defines our standards and values.

Witteveen+Bos focuses on complex and multidisciplinary issues. Provides a broad spectrum of consulting services from sewage stations to hydraulic structures, from flood defences to mobility and from area development to climate, energy and sustainability. Iconic projects include the North/South Line in Amsterdam, construction of Maasvlakte 2 near Rotterdam, a mobility plan for Riga (Latvia), the immersed Fehmarn Belt tunnel (Denmark and Germany), and the construction of artificial islands in the Caspian Sea.

The Witteveen+Bos organisation consists of 26 product-market combinations (PMCs) clustered into seven sectors: Ports and hydraulic engineering, Infrastructure and construction, International, Environment, climate and energy, Spatial development and mobility, Urban development, and Water. Besides our head office in Deventer, we have seven branch offices in the Netherlands and international offices in Belgium, Indonesia, Kazakhstan, Latvia, Russia and Vietnam.

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ICT



Pioneers in international business





Paul Tjia

Managing Director

Founded in 1995, GPI Consultancy is a Dutch consultancy firm, active in the field of offshore sourcing. Its main activity is to assist Dutch clients in areas such as the offshore sourcing strategy, feasibility study, country & partner selection, cultural training and research. In order to promote the use of offshoring in the Netherlands, it organizes business missions and seminars. It also assists Dutch software companies in exploring new export markets, such as the Gulfregion.

GPI Consultancy has an extensive network and has knowledge of the Dutch ICT-sector. There are also contacts with service providers in various parts of the world, especially in Asia (e.g. India). Related to Palestine, GPI Consultancy is involved in the Export Coaching Project initiated by CBI (an agency of the Dutch Ministry of Foreign Affairs). A number of Palestinian ICT-companies were assisted during trade fair participation (CeBIT Hannover, in 2012 and 2013). Other enterprises were invited to attend seminars and trade events in the Netherlands (2012 and 2013).

Palestine is not yet a well-known outsourcing destination, and in order to promote the various advantages of Palestine, articles were written for Dutch business magazines and some journalists were assisted.

Paul Tjia, founder of GPI Consultancy, also wrote a book on international ICT collaboration, together with Professor Erran Carmel (American University, USA). "Offshoring Information Technology - Sourcing and Outsourcing to a Global Workforce" (Cambridge University Press), is available at Amazon.

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Jan Bakker
Director

Avisi was founded back in 2000. For over ten years now, we contribute significantly to the success of our clients by delivering high quality custom software, systems integration, hosting and other business critical IT solutions. Our main objective is creating superior quality software in close collaboration with clients.

The goal is to be a different kind of software company. One that aims for technical excellence while empowering clients with a truly transparent and open process. We're also creating an environment in which innovation and creativity flourishes.

Because we believe in innovation, we started a partnership with MORE APPS. MORE APPS leads the mobile registration market with MORE. MORE is a Cloud Service, an unique business application that meets the desire of the market. Because more than 90% of the information obtained on location in the old fashioned way is still typed over in back office systems. Containment of this paper flow with the use of smartphones and tablets is called Mobile Registration. In other words, the recording of data on location. MORE, developed by MORE APPS, is the answer to the growth of Mobile Registration. Together we build this app that ables other companies to digitalize forms. Thanks to MORE companies are able to replace paperwork with digital forms. This reduces costs, less errors are made and is ECO friendly.

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Adriaan van Westreenen
Chief Executive Officer/Salesmanager

Comixus B.V. 'Telecommunicatie en Netwerken' is a full-service telecommunications and network specialist. We are specialized in all kind of internet, telephony, camera security and network infrastructure solutions for the SME market. The telecom solution that we have is VoIP. VoIP (Voice over IP) is the new method for telephony. With this method for telephony make we it possible to realise a big cost reduction for our international and national customers. How do we do it? We implement a central telephone exchange and connect via internet the exchange between the (international) locations from our customers. Result? Free phone traffic worldwide between the locations of our customers.

We provide all kind of solutions for telecommunications and networks in the broadest sense of the term. So we deliver also fiber (internet) connections, camera security solutions, time registration systems, e-mail solutions and everything that belongs with this. We can give a optimal uptime guarantee with our 24/7 Service Level Agreement.

Comixus B.V. is located in Veenendaal and many years active. We've got much customers in the SME market. Our target is to grow out till a big local player in the telecommunications market. Our biggest customers are international companies with many locations worldwide. And our smallest customers are local companies with one phone. We can handle it all! That's the power of Comixus!

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The news in your life is on dayview.com.

Dayview is the innovative worldwide news delivery service. It filters and analyzes all the news that is most relevant to you, from endless sources, 100% automatically. World and local daily news, trending topics and news from your social networks, intelligently ranked and presented in one single, cool personal overview. Easy to share with your networks of friends, colleagues and followers. Already available in 20 countries, all in their own language.

Official partner of the largest Dutch public-private research program Commit, working with the national Center for Mathematics and Computer Science on smart information retrieval research.

Selected as one of the 50 most innovative startups worldwide at Cebit 2012 (by Code_n) in Germany, the world's largest event for the digital industry.

Chosen as one of the best tech Dutch startups to present to at Dutch Demo Night in New York on behalf of the Dutch Consulate General NY & Dutch Ministry of Economic Affairs, showing best examples of Dutch innovation power.

Dayview: the news newer.



Don Akkermans
CAO



Ingrid Mulder
Director Legal & HR

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For more than 60 years,

Elektor is inspiring electronic engineering students and enthusiasts from all over the world with new designs and projects. With our team of developers we are able to prototype all the designs before they are published in the magazines and books. The recently launched Elektor Labs website www.elektor-labs.com provides a new way of sharing and interacting with new designs - it is like a kitchen where people can get their hands dirty on new ideas and projects.

Publishing & New Media Innovation

We publish magazines, websites, apps, books, and digital courses for professional engineers, electronics designers, and the world's burgeoning electrical engineering student populations. Our brands include Elektor www.elektor.com, Circuit Cellar www.circuitcellar.com, audioXpress & Voice Coil www.audioxpress.com.

Electronic System Design & Services

We develop innovative electronics kits, modules, and systems to excite, engage, and educate electronics enthusiasts and students around the world. Our electronics labs (Netherlands, India, and Germany) and extensive international network of experts comprises professional engineers with proven, real-world design, prototyping, and testing abilities. We also partner with leading electronics companies to deliver quality engineering services such as PCB design and custom engineering learning solutions.

Elektor's

unique combination of prototyping and publishing provides interesting opportunities for both members and clients to stay connected with the new trends and technologies in electronic engineering.

our magazine is published 10 times a year in German, Dutch, English and French

- we are active in 56 countries
- we have 350,000 devoted members
- we have 200,000+ members receiving the Elektor.Post weekly newsletter in their preferred language
- we have 1,000+ experts & authors
- we have published over 450 books & e-books
- we have 2 million+ website visitors each month



Abraham de Kruijf
founder/director

IDA Innovatie helps ICT-organizations to develop, design and specify the business processes of their clients, also where more organizations are cooperating in a chain.
In English: IDA Innovation, “Integral Design Architecture”.

People who work for and with IDA have a feeling for people and culture.

IDA's Unique Selling Point is that when one works with IDA a business client already in the very early project phases starts to get clarity on its future work: “you see soon what you are going to get and if you're going to like that”. This clarity does not have to wait until an ICT-system is being delivered! Through this the client is able to manage all project phases very effectively.

Just a few details: the business processes are described as “(inter)actions” because people act and interact with each other. The (inter)actions are being designed and described in such a way that this is directly:

- a) the basis to design the organization and the future work of the client, as well as
- b) the basis to design eventual ICT-systems, applications.

So the worlds of Business and ICT meet. The logo expresses this meeting of worlds.

The resulting specifications can be built as ICT-applications on site as well as through off-shoring.

IDA works for private organizations, like retail and youth care, as well as governments, national and for cities.

Besides IDA does social activities under the label of corporate social responsibility. In this capacity IDA's founder regularly visits Palestine as well as Israel.



MERFORD SPECIAL DOORS



Arjan Ros
General Manager



Henry Kramer
Export Manager

Merford Special Doors

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Established in 1956, 190 employees and a total turnover of \$ 44 million (2012). Strategically located in Gorinchem, the center of the Netherlands, nearby the harbor of Rotterdam and Schiphol Airport Amsterdam.

Over the years the Merford Group has become a company with a diversity of products and services, categorized in business units: Merford Special Doors, Merford Noise Control and Merford Cabines. Together they contribute to the common mission and vision of the Merford Group.

This mission is to provide a significant contribution to a safe, healthy and comfortable work and living environment. We achieve this by offering innovative, high quality, sustainable solutions, based on a strong foundation of knowledge and experience.

Merford Special Doors contribute to this mission by producing a wide range of special doors and ventilation grilles in our own, state of the art manufacturing facility. We are specialized in adding specific features in our doors, based on the requirements and wishes of our clients. We also have our own research and development division for custom made products and our own specialized mechanics to ensure optimal installation of our products.

Possible features:

- Fire rated
- Bulletproof
- Blast resistant
- Sound insulating
- Burglar proof
- ATEX suitable
- Air/gas tight
- Escape function
- Ventilation by louver grilles
- Watertight
- Suitable for use in tunnels

The Merford products are used worldwide in various sectors, such as Commercial construction and Infrastructure, Housing construction, Machine construction, various Industrial applications, Shipbuilding and Offshore.



Albert Bogaard
Vice President Business Development

Innovation through optimization is ORTEC's core business. ORTEC is one of the largest providers of advanced business planning and optimization solutions. ORTEC's products and services result in innovations through demand forecasting, production planning, optimized fleet routing and dispatch, vehicle and pallet loading, workforce scheduling, delivery forecasting, logistics network planning and warehouse control. ORTEC covers the whole supply chain and offers stand-alone, custom-made and SAP® certified and embedded solutions, supported by strategic partnerships. ORTEC has over 1,750 customers worldwide, 700 employees and offices in Europe, North America, South America and the Pacific Region.

ORTEC in the Oil, Gas, Chemicals & Energy sector **Long-term experience with sector leaders**

For over 30 years ORTEC has been working with leading names in the Oil, Gas, Chemicals & Power sectors. Clients like Shell, Exxon, BP and many NOC's remain loyal because they see the value of ORTEC's unparalleled modeling capabilities. Our quantitative approach ensures their key strategic and operational decisions will be supported by facts, not just hypotheses.

Services

Our services in the Oil, Gas, Chemical and Energy sector include:

- Decision support
- Refinery Optimization
- Lubricants Scheduling
- Portfolio Optimization
- Helicopter Scheduling
- Depot Optimization
- Supply Chain Operations Reference Model (SCOR)
- Chemicals S&OP Optimization
- Oil/Gas Production Planning & Forecasting
- LNG Strategic Decision-making
- LNG Operational Decision-making
- Power /Utility Optimization
- Cost estimating
- Gas to Liquid (GTL) Plant Optimization
- Pipeline Scheduling
- Planning & Control
- Spare Part Management

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Patrick James French
Professor

Delft University of Technology is the largest and oldest technological university in the Netherlands. Our research is inspired by the desire to increase fundamental understanding, as well as by societal challenges. We encourage our students to be independent thinkers so they will become engineers capable of solving complex problems.

With eight faculties and numerous research institutes it hosts over 19,000 students (undergraduate and postgraduate), more than 3,300 scientists and more than 2,200 people in the support and management staff.

Our aim is to maintain a full range of high-quality disciplines, courses and unique facilities in the engineering sciences. Collaboration is an essential part of this, on the basis of our strong identity and reputation. TU Delft wants to be a breeding ground for cutting-edge technological scientific developments to meet the great societal challenges of our age.

It is also our ambition to be viewed by the business community as a source of outstanding professional scientists and engineers, as a producer of excellent practical knowledge and as an innovative partner. The university is a place where new business activities are allowed to blossom and where the research and education have a significant impact on the competitive economic environment.

At TU Delft, you can choose from a whole range of on-campus and online Bachelor and Master degree programmes, as well as postgraduate courses including PhDs. All the programmes encourage and demand critical thought and creativity. TU Delft's excellent research and education standards are backed by outstanding facilities, research institutes and research schools.

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42windmills delivers a powerful, model-driven software engineering platform that provides tools and architecture to model, build, test, integrate, deploy, manage and optimize cloud based Business Applications in any existing Business or IT environment. Unlike other platforms, 42windmills allows business analysts to actively take part in the development cycle -translating business models into executable components that are easily adaptable and assembled automatically into a personalized web application or app. The platform was nominated for the Microsoft Innovation Award in 2010.

Recently the backend and apps for the Steve Jobs Schools (“iPad schools”) were created with the 42windmills platform.

We work through a network of partners for specific target markets like healthcare, finance/ insurance, daycare and education. We are looking for channel and development partners to identify new target markets and develop and market specific solutions.

The company was founded in 2010 and is based in Leiden, The Netherlands.

Water





Sybe Schaap

chairman of the board



Aleid Diepeveen

Director Business Development

Netherlands Water Partnership

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The Netherlands Water Partnership is your gateway to the Dutch Water Sector and your point of information when looking for water-related solutions from the Netherlands.

The Netherlands Water Partnership can bring you in direct contact with the right water expertise in the Netherlands, whether this concerns technological, organizational, financial or environmental questions in relation to water. Expertise in the entire water chain, from source to all possible water-users; from use to recycling and re-use; from solutions at sea to remote sensing from space.

The Netherlands Water Partnership is an independent network of more than 200 Dutch organization active world-wide. More than half are companies; others are knowledge institutes, public authorities and NGOs.

The Dutch approach is an integrated one, focused on long-term sustainability. These are not just words. Water has become embedded in the genes of the Dutch. For over a thousand years the Dutch have been reclaiming and defending land from the sea. A skill that goes hand in hand with water management, spatial planning, water supply and water quality. A history that revolves around ages of innovation and adaptation to water. See at www.dutchwatersector.com how the Dutch water sector balances what is needed with what is affordable and manageable.



Johan Huibers
Water technology scout

Noah's Arc is a replica of the oldest and largest wooden ship in the world. This life-sized Noah's Arc opened in July 2012. For most people, Noah's Arc is a theme park, but it was constructed with a different purpose.

The Arc was built by Johan Huibers, a contractor from a small village in the Netherlands. In 1992, he dreamt that the waves of the ocean washed over the Netherlands during a great storm. The dream was followed by more signs, meaning he had to rebuild the Arc. However, this time the Arc is not meant to save people from a global flood as Noah did 4000 years ago, but to tell people that there is a God who loves us, and that He has a plan for our lives.

Aboard Noah's Arc the guests can go back in history and will experience how Noah and his family must have lived. This vessel is made in the same dimensions as Noah's original Ark, approximately 30 meters wide, 23 meters high and 135 meters long. The Arc is approximately 20.000 square meters in size with showcases and presentations about Noah's history, scientific background information, various themed paintings, cinemas and a restaurant.

Arc of Noah

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Gül Özerol
Postdoctoral Researcher

CSTM – the Twente Centre for Studies in Technology and Sustainable Development at the University of Twente - was established in 1988 to conduct environmental policy research and cleaner production, expanding during the 1990s to a more general focus on technology and sustainable development. Its mandate mirrors the entrepreneurial goals of the University of Twente: to conduct and apply innovative research for the benefit of society. We specialise in governance, emphasising sustainable development, environmental quality, and technological innovation - from both developed and developing country perspectives.

Our research program 'Innovation and Governance for Sustainable Development' is a strategic research orientation in the Institute for Innovation and Governance Studies and is built around four research themes addressing different areas of sustainable development: water management, energy and climate, sustainable production and consumption, and sustainability at the regional/local level. All these areas present major governance challenges and responding to them is vital for sustainable development and innovation. The program was recently reviewed by an international panel, obtaining the highest possible ranking.

We also offer graduate studies at Master and PhD levels. Our Master of Environmental and Energy Management is primarily organized by our division in the province of Fryslan. Our PhD program offers guidance to an increasingly large number of students from all over the world.

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The Hague Institute
for Global Justice



Patrick Huntjens

Head of Water Diplomacy



Rens de Man

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The Hague Institute was established in 2011 by the city of The Hague, key Hague-based organizations and with support from the Dutch government. Located in the city that has been a symbol of peace and justice for over a century, The Hague Institute uniquely addresses issues at the intersection of peace, security and justice. It is an independent, nonpartisan think and do tank.

The Institute conducts interdisciplinary research and professional skills training, develops practitioner tools, and convenes experts and partners to facilitate dialogue and promote knowledge sharing.

The Institute's work centers on three strategic areas: Conflict Prevention, the Rule of Law, and Global Governance. Through its analysis and practical activities, The Hague Institute aims to contribute to, and strengthen, the global framework for preventing conflict and furthering international peace.

The Hague Institute's work includes a broad range of projects that deal with a spectrum of peace and justice issues. The Hague Approach, a flagship project, involves research into the crucial question of how fragile and post-conflict states can achieve enduring peace, stability and justice. It is a set of unique principles to help the international community with sustainable peace-building.

In 2012, The Hague Institute for Global Justice joined forces with the Netherlands Institute for International Relations "Clingendael", Water Governance Centre, UNESCO-IHE Institute for Water Education, and the UPEACE Center The Hague, to form a Water Diplomacy Consortium (WDC). Collectively, the WDC is a knowledge hub for water diplomacy, governance and law that contributes to preventing and resolving water-related conflicts. It builds upon the internationally renowned Dutch expertise in water management.

The Global Governance Reform Initiative seeks to overcome the challenges of global governance in three important domains – cyberspace, migration and oceans – by improving the efficiency, effectiveness and legitimacy of collective actions undertaken by relevant stakeholders.

Since January 2013, Dr. Abiodun Williams has served as the president of The Hague Institute for Global Justice. An advisory council, led by former U.S. Secretary of State Dr. Madeleine K. Albright, acts as a strategic sounding board.



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The Maastricht School of Management (MSM) is a globally networked management school, engaged in management training and corporate and institutional development. For more than 60 years the organization has been operating at the intersection of capacity building, research and advisory services in areas of sustainable economic development and economic reforms. Operations are conducted on a worldwide scale, in more than 40 countries, within the European Union, Asia, the former Soviet Union, Africa, Latin America and the Middle East.

Degree-based programs

International education activities are conducted in the form of degree-based programs, through a range of full-time and executive MBA's, Doctoral and Executive Programs. MSM has a student body of more than 2,000 annually. Degree-based programs are conducted in Maastricht and at more than 20 outreach locations.

Partnerships

MSM works together with a wide global network of institutions, in Outreach Programs, Executive Programs, Tailor Made Training programs and international projects. MSM also has an extensive network of EU- and global contacts.

Project and Consultancy operations

MSM has an extensive portfolio of international project and consultancy operations. Main scope of project operations is the development of management education capacities, targeting the public and private sector as well as the small and medium enterprise sector.

Research

Research is an integral part of MSM operations, concentrated in areas of innovation and technology development, change management, international economic development and globalization.

Both within its Maastricht-based operations, research are undertaken in areas of change management, technology development and economic development.

Our website: www.msm.nl



Peter van der Steen
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The UNESCO-IHE Institute for Water Education was established in 2003. It carries out research, education and capacity development activities in water related fields. UNESCO-IHE continues the work that began in 1957 when IHE first offered a postgraduate diploma course. The mission of the institute is to contribute to the education (MSc and PhD) and training of professionals and to build the capacity of sector organisations, knowledge centres and other institutions active in the fields of water, the environment and infrastructure in developing countries and countries in transition. The institute has more than 14,500 alumni from over 160 countries.

The UNESCO-IHE Institute for Water Education is based in and operates from Delft, the Netherlands, and facilitates all UNESCO member states. Recently cooperative research projects were completed jointly with the Hebrew University (groundwater remediation) and with Mekorot (soil aquifer treatment, membrane systems). In Palestine UNESCO-IHE has been cooperating for many years with universities, among others with the Birzeit University. This has led to establishment and continuous operation of the Institute of Water and Environmental Studies at Birzeit University, starting back in 2001. On-going collaboration projects include a study "Impact of untreated Wastewater on Natural Water Bodies: Integrated Risk Assessment" (with Palestinian Water Authority, An Naja National University and Birzeit University) and the EXACT project on water-related activities that are carried out in the frame of the Middle East Multilateral Working Group on Water Resources.

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Association of Dutch Water Companies (Vewin)

Vewin, the association of the ten Dutch drinking water companies, represents the common interests of its utility members in The Hague and in Brussels.

The water companies provide drinking water of outstanding quality and pay much attention to providing sustainable and efficient services.

In addition to their core task, the Dutch water companies are extensively involved in capacity building initiatives in less developed regions to contribute to MDG 7C.

European Benchmarking Cooperation

The European Benchmarking Co-operation (EBC) is a not-for-profit partnership established by the Dutch and Nordic national water associations Vewin, DANVA, Norsk Vann and Svenskt Vatten.

EBC facilitates water- & wastewater utilities in their continuous efforts to improve their services by offering an (international) benchmarking programme and providing a platform to exchange knowledge and best practices in management and operations.

EBC annually runs benchmarking exercises for water- and wastewater activities. The programme targets primarily at European water utilities, however utilities from abroad that are interested in improving water services are welcome to participate too.



Siemen Veenstra
Project Director

Vitens Evides International (VEI) is a joint venture of Dutch water operators Vitens and Evides. They provide operational support to water operators worldwide and guide them to performance management. Only by sound business operations water operators are able to raise their creditworthiness and become bankable to attract development and/or commercial loans to finance required investments. Vitens Evides International mobilises the extensive and long-ranging operational experience of experts within Vitens, Evides and WML. Through technical, operational, and managerial support, VEI enables local water operators to advance in areas as non-revenue water, asset management, financial planning & control, and water quality and water safety planning. Through capacity development VEI creates a supportive environment for water operators to perform better, generate required investment budgets in order to improve or expand water services delivery to customers, including those in low-income urban areas. Overall we aim to contribute to safe and reliable water supply for all, including the urban poor, now and in the future. With its activities Vitens-Evides International is currently contributing to the Millennium Development Goals as set by the United Nations by providing water service to more than thirty million people in 22 countries, including Bangladesh, Kenya, Malawi, Mozambique, Ethiopia, Uganda, Vietnam and Zambia. Increasingly the Vitens Evides International operational partnerships act as nucleus for the private sector. VEI intervention programmes also act as vehicle at government level to introduce water sector reform, including the introduction of a competitive environment for water operators via benchmarking (together with Vewin, the Association of Dutch Water Companies).

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'To explore the potential of nature to improve the quality of life'. That is the mission of Wageningen UR. Within the domain of 'healthy food and living environment', we work around the globe doing research for government agencies and the private sector. Its strength lies in the ability to join the forces of specialised research institutes and Wageningen University.

Research Sociology of Development and Change (SDC)

Research at the SDC Group of Wageningen University focuses on development and change as on-going, socially constructed, inherently heterogeneous and negotiated processes. The SDC Group links scientific and technological knowledge to everyday life through a critical analysis of the spaces where multiple realities and practices intersect. Our points of departure are the linkages among 'global' and 'local' practices, where policies, planned interventions, technical innovations and bottom-up initiatives are intertwined social actions that transform societies in often unexpected ways. For this reason, we take pride in putting the (re-)framing of problems and solutions, the values that people attach to changes in their life-worlds, and the (re) politicization of (state and market) interventions at the forefront of our research endeavours.

The SDC Group operates within two academic domains. The first is that of social change and development; here, we are driven by debates on agency and power relations, and focus on practices of social ordering and steering. The second domain concerns the mechanisms through which values, knowledge and power are mediated, perpetuated or transformed in encounters between the variety of actors involved in processes of global change.



Johan de Bondt
Chairman

The Water Board Amstel, Gooi and Vecht

The Netherlands has had Water Boards since as early as the thirteenth century. These governmental bodies play a vital and indispensable role: the protection of people, livestock, vegetation and infrastructure against flooding. And also ensuring sufficient surface water of good quality.

Water Boards are independent bodies and have their own areas of authority. They draw up regulations and they levy taxes. Their responsibilities cover a lot more than just constructing dykes and building pumping stations. These days, Water Boards are closely involved in land use, planning, nature conservation, protection of the environment, recreation etc. Water Boards draw up long term water plans.

The Water Board Amstel, Gooi and Vecht is one of these bodies. In fact, it is one of the larger Water Boards in the Netherlands, working around the Amsterdam area. Amstel, Gooi and Vecht has a number of responsibilities:

providing protection against flooding by building and maintaining dykes and canals ensuring the water levels are kept at the right level improving the quality of surface water (such as rivers and canals), and reducing water pollution

The Water Board Amstel, Gooi and Vecht

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WaterFocus unites the forces of approximately 40 independent professionals in the Dutch water sector. Together with Nedworc Foundation these professionals form a modern cooperative that combines high-level knowledge and experience with flexibility and innovative thinking. All members are independent entrepreneurial professionals who stand for quality and customer satisfaction. Members of WaterFocus have over 30 years of experience in the Middle East including the Palestinian Territories.

WaterFocus Products

The knowledge of our members lies within the following fields:

- Water supply management and technology
- Water sanitation and hygiene (WASH)
- Integrated water resource management (IWRM)
- Water diplomacy
- Water governance
- Energy-Food-Health- Water Sustainability Nexus
- Deltatechnology

Within these fields specialized advice, project and process management is offered in classical or innovative approaches in a number of domains:

- Policy and strategy development
- Planning processes
- Project implementation
- Operation and Maintenance
- Mediation
- Capacity development and institutional strengthening
- Stakeholder participation

Advice is given in the fields of:

- Hydrology
- Flood risk management
- Water information systems
- (Aquatic) ecology
- Water quality
- Water soil quality
- Waterworks
- Water treatment
- Waste water treatment
- Irrigation and drainage
- Linkages between water and food security and nutrition
- Water system analysis
- GIS
- Data visualisation



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Wetsus, centre of excellence for sustainable water technology is a facilitating intermediary for trend-setting know-how development. Wetsus creates a unique environment and strategic cooperation for development of profitable and sustainable state of the art water treatment technology. The inspiring and multidisciplinary collaboration between companies and research institutes from all over Europe in Wetsus results in innovations that contribute significantly to the solution of the global water problems. Innovation, partnership, joy, cooperation and reliability are the values around which all Wetsus' activities are organized and performed.

Wetsus acts as Technological Top Institute for Water technology and is located in Leeuwarden, The Netherlands. Wetsus' scientific research program is defined by the private and public water sector and conducted by leading universities.



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In Amsterdam we manage water more and more from a holistic point of view: Water is all around us. Wherever we live, work or spend our leisure time it affects our health, food, energy, environment and transport. All that water forms a water cycle.

In 2006 Waternet has been established: one single organisation for the total water cycle. One organisation that is responsible for ensuring a safe drinking water supply, for adequate sewerage, high-quality waste water treatment, efficient groundwater control, effective surface water management and secured flood risk management.

This holistic approach is unique in the Netherlands. Knowing that water is essential for the sustainability of human life, Waternet feels a responsibility that goes beyond our national boundaries.

Water problems, not only in Amsterdam but all over the world, require increasingly more and more total and integral solutions.

Waternet is one of the Amsterdam utilities that care for people in the world who have no access to the basic necessities of life, meaning they have no access to safe drinking water and good sanitation. Waternet is keen to share experiences and expertise on integral water management with colleagues in the rest of the world: with partners working in deprived situations, on a solidarity basis, using its solidarity funds and with partners in developed countries where we can learn from each other and also benefit from each other in many other fields as well.

This is why World Waternet was established: a sister organisation that manages these partnerships worldwide.



Pioneers in international business



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